

Small Business Programs Office - (SBPO) Newsletter April 2016 - Vol. 5

JPL SBPO CORNER:

JPL Small Business Programs Office (SBPO) hosted its FY2015 Small Business Industry Awards on March 29, 2016. Dr. Elachi, Director of the Jet Propulsion Laboratory presented the awards to our winners.

We are proud of all our winners and the positive contributions they continue to make to the success of JPL projects and missions.



Dr. Elachi presenting **SBIA Large Business Prime Contractor of the Year Award** to Sonny Giroux, Harris Corporation (formerly Exelis)



Dr. Elachi presenting **SBIA Small Business Prime Contractor of the Year Award** to Michael Ravine, Malin Space Science Systems



Dr. Elachi presenting **JPL Thomas H. May Legacy of Excellence Award** to Chris Kemp, TerraSond Limited



Dr. Elachi presenting **JPL STAR Award** to Daniel Schneider, ThunderCat Technology LLC



Dr. Elachi presenting **JPL STAR Award** to James Lupo, KST Data, Inc.



Dr. Elachi presenting **JPL STAR Award** to Saeed Karamooz, Vadatech, Inc.



JPL SMALL BUSINESS WEEK CELEBRATION

MAY 6, 2016



The JPL Small Business Council (SBC) will be celebrating National Small Business Week on Friday May 6, 2016 on the mall at JPL from 10:00 am - 2:00 pm.

Please contact any of the SBC officers for further details:

CHAIR - Jay Chhugani, SBAR - jay.chhugani@sbar.com

VICE-CHAIR - Robert Yarber, Zin-Technologies - ryarber@zin-tech.com

SECRETARY - Jackie Rybacki, Sierra Lobo - jrybacki@sierralobo.com

Small Business Spotlight of the Month:

Transpacific Technologies



Talin Garibekian



Berj Garibekian

How long have you been a small business and what service or support does your company provide to the Lab?

Transpacific Technologies, Inc. is a HUBZone and Women-owned Small Business established in 2007. Our company is led by Talin Garibekian, BS Civil Engineering (CEO/President) and Berj Garibekian, MS Engineering Management (Vice President). We currently support the Facilities O&M contract at JPL by offering specialized services in quality assurance, environmental health and safety, energy efficiency, and logistics.

From its first day of conception, our company was determined to become a leader in innovation and craftsmanship to transform our customers' ideas and needs into reality.

How did you land your first contract at JPL?

We introduced a new, revolutionary technology to JPL: Light Emitting Diode (LED) Lamps.

In March of 2009, we attended NASA's high-tech conference in Los Angeles, where we met with various representatives from government agencies and private enterprises. We were exposed to a wide range of information by attending workshops that helped us in the

later years to redefine our strategy and enhanced our business approach.

It was during this conference where we met with the representative from EMCOR Government Services, a prime contractor of JPL's Facilities O&M Contract. That meeting was the pivotal point in our company's history. That first meeting was followed up with numerous meetings, where we introduced the LED technology and raised interest within JPL's energy department because it reduced energy consumption by more than 50%. After several meetings, product testing and financial analysis which lasted for two years, Transpacific Technologies won its first project at JPL by retrofitting more than 200 high-pressure sodium streetlights (consumed between 100W-150W) with energy efficient LED lamps, which consumed only 28W.

We take pride in our first project, because we lowered JPL's energy consumption, raised environmental awareness, enhanced the operations of JPL facilities, transformed JPL's exterior image, and last but not least, it opened new business opportunities.

Did your socio-economic designation play a role in winning contracts during the first days of your company?

Our company didn't have any socio-economic designation except for being a small business when we won our first project at JPL. As stated earlier, we introduced a new idea which brought value to JPL's overall energy consumption. However, having the socio-economic designations gave our company the key to unlock new business opportunities. We highly encourage small businesses to obtain, if qualified, different socio-economic designations to broaden their pool of opportunities which might result in business expansion.

What has been the most rewarding part of being a contractor to the Lab?

For the past 60 years, JPL was on the forefront of designing new methods and technologies to help transform humanity's imagination into reality. Numerous scientists, engineers, regardless of their race and gender, worked together relentlessly to increase our knowledge base of space exploration, to value life on our tiny planet, and to conquer new frontiers in our solar system and beyond. One of Transpacific's executives, Berj Garibekian, is a veteran employee of JPL's Deep Space Network contract, where he participated and supported numerous Mars, Saturn and various other deep space missions.

Therefore, JPL occupies an important and a very special place within our organization's philosophy. It inspires us, induces creativity and innovation to further expand our business, which in turn, will serve the human race.

Starting and building a strong company can be challenging. What advice can you share with entrepreneurs who are having trouble gaining momentum or who are experiencing a lull in business?

Coming up with creative and innovative ideas is important to attract the attention of potential customers; however, a more important and a highly critical element to become successful is the method of how an entrepreneur relates to his/her environment.

The manner, in which an entrepreneur relates to his/her clients, associates and to others outside of the business, will determine the magnitude of success. It is more important to

know your customer and their needs, than to know the type of products you are trying to sell. By doing so, you will be able to discover and map new services to your clients' needs.

Never be fearful of failures. Learning from adversity is beneficial for entrepreneurs, because each adversity brings with it the seed of an equivalent advantage. Every form of defeat and failure brings the seeds of unborn opportunities; therefore, when entrepreneurs face adversity they have to keep on fighting, because success might be one short step beyond the point where an entrepreneur quits fighting.

Entrepreneurs have to be willing to render useful service, equivalent to the value of all material things they demand of life, and render the service first.

Last, but not least, be definite in everything you do and never leave unfinished thoughts in the mind. Form the habit of reaching definite decisions on all subjects.

www.transpacifictech.com

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JPL SMALL BUSINESS SUPPLIER FAIR MAY 10, 2016

**10:00 am to 2:00 pm
on the MALL at JPL**



The 20th Annual JPL Supplier Fair will provide a forum for small business exhibitors to showcase how their products and services could

benefit current and future NASA-JPL missions, research and development programs, and institutional support and operational efforts.

The application process closed on April 8, 2016, however if you would still like to participate, you may attend as a non-exhibitor. Please follow the JPL Acquisition Division link to complete the non-exhibitor form.

As a gentle reminder, access to the laboratory will require an approved visitor form. Please email us at smallbusiness.programsoffice@jpl.nasa.gov to request a visitor form for processing.

PROCUREMENT NEWS

MISSION ASSURANCE SUPPORT SERVICES (MASS)

The contract evaluation phase has been completed for the Mission Assurance Support Services (MASS) contract. The MASS procurement was issued as a Small Business Set Aside and the contract will be valued at \$25M over a 5 year period.

FACILITIES MAINTENANCE AND OPERATIONS RECOMPETE

The JPL Facilities and Maintenance & Operations (M&O) Support Services is being re-competed with an award anticipated in April 2017. Tentative Schedule:

Issue Request for Information - January 2016

Issue Request for Qualifications - April 2016

Issue Draft Request for Proposal - May 2016

Pre-proposal Conference/Site Survey - May 2016 - **New Update**

Issue FINAL Request for Proposal - June 2016 - **New Update**

Proposal Due Date - August 2016 - **New Update**

Fact Finding/Orals - /October/November 2016
Final Source Selection - February 2017
Subcontract Award/Transition Period - April 2017
End of Transition Period - September 2017

Summary of Scope:

The subcontractor shall maintain and operate over 200 buildings and trailers and more than 170 acres on campus via the following services:

- Buildings and Structures Maintenance and Repair
- Heating, Ventilation, Air Conditioning
- Electrical Power Generation and Distribution Systems
- Building 230-Space Flight Operations Facility
- Grounds Maintenance and Repair
- Janitorial Services
- Pest Control
- Energy and Water Conservation
- Disaster and Potential Disaster Response
- Energy Management System
- Power Control Console System Configuration Control

DESKTOP INSTITUTIONAL COMPUTING ENVIRONMENT (DICE)

- RFI to Industry: September 2015
 - Comments from Industry: October 2015 (and continuing)
 - Benchmarking and State-of-the-Industry Interviews: November 2015 – February 2016
 - Draft RFP Available: June 2016 **New Update**
 - RFP Released: August 2016 - **New Update**
 - Proposals Due: November 2016 - **New Update**
 - Source Selection: May 2017
 - Contract Signed: July 2017
 - Transition Period: August – December 2017
 - New Contract Operational: December 2017
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CUBESAT DEVELOPMENT - 3U & 6U

RFI Released September 2015

Revision to RFI - Issued 23-Dec-2015

Addendum 1 for clarification issued Jan 7, 2016

Addendum 2 for clarification issued Jan 21, 2016

Addendum 3 issued February 24, 2016

JPL anticipates award by late summer 2016

UPCOMING OUTREACH EVENTS

APRIL 2016

19-21- HBCU Technology Infusion Tour: University of Texas – El Paso

MAY 2016

03-GlennResearch Center (GRC) Women-OwnedSmall Business Industry Day–
Cleveland, OH

06-JPL Small Business Council Celebrates Small Business Week on the Mall at JPL

10-SupplierFair - JPL

24-26-SpaceTech Expo – Pasadena, CA

JUNE 2016

24-25 - BET Experience - Los Angeles, CA

AUGUST 2016

03-04 - HBCU/MI Event at JPL - **NEW DATE**

09-GoddardSpace Flight Center (GSFC) HUBZone Industry Day –Greenbelt, MD

23-24-Navy Gold Coast – San Diego, CA

SEPTEMBER 2016

27-29- HBCU Technology Infusion Tour: Florida Agricultural and Mechanical University

JPL Small Business Council

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SECRETARY - Jackie Rybacki, Sierra Lobo - jrybacki@sierralobo.com

JPL Large Business Council

CHAIR - Sharon Bethel, Exelis/Harris - sharon.bethel@jpl.nasa.gov

VICE-CHAIR - Sey Ghamari, Raytheon - sey@raytheon.com

SECRETARY-Rick Cortina, Pyro-Comm Systems - pcsircortina@gmail.com

Contact us at: smallbusiness.programsoffice@jpl.nasa.gov
